

## Message Text

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ACTION EB-03

INFO OCT-01 SS-14 ISO-00 EUR-08 L-01 INR-05 CIAE-00 DODE-00

OES-02 SAJ-01 PRS-01 NSC-05 NSCE-00 MC-01 SP-02 /044 W

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R 210830Z MAR 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8394

INFO USDOC WASHDC

AMEMBASSY STOCKHOLM

C O N F I D E N T I A L MOSCOW 3819

LIMDIS

USDOC FOR BEWT/DOWNEY AND TDAD

E.O. 11652: GDS

TAGS: ETRD, ETRN, EEWT, UR, US

SUBJECT: SOVIET AIR TRAFFIC CONTROL SYSTEM NEGOTIATIONS

REF: MOSCOW 3675; MOSCOW 2779

1. SUMMARY: SPERRY-UNKVAC REP SLIMAK GAVE COMMATT RUN-DOWN ON STATE OF PLAY IN ATC NEGOTIATIONS MARCH 20 WHICH INDICATED SOMEWHAT MORE OPTIMISTIC VIEW OF SPERRY'S CHANCES IN COMPETITION WITH STANSAAB THAN WE HAD PREVIOUSLY HEARD. AMONG OTHER THINGS, SLIMAK BELIEVES THAT DECISION ON AWARDING CONTRACT HAS BEEN POSTPONED TO SEPTEMBER, THANKS IN PART TO SPERRY'S INTERVENTION WITH STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY. SLIMAK ALSO IDENTIFIED SOURCES OF PRESS REPORTS DISCUSSED IN MOSCOW 3675. END SUMMARY.

2. JUDGING FROM SLIMAK'S REPORT, FEBRUARY 28 MEETING WHICH SPERRY REPS HAD WITH STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY CHAIRMAN KIRILLIN (MOSCOW 2779) WAS EXTREMELY USEFUL FROM COMPANY'S POINT OF VIEW. FROM SOURCES WITHIN STATE COMMITTEE, SPERRY LEARNED THAT KIRILLIN WROTE PERSONALLY TO MINISTER OF FOREIGN TRADE PATOLICHEV AND MINISTER OF CIVIL

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AVIATION BUGAYEV ASKING THAT NO FURTHER ACTION BE TAKEN ON

ATC BUSINESS UNTIL AFTER ALL ASPECTS OF SITUATION COULD BE REEXAMINED IN DETAIL. AS RESULT OF THESE LETTERS, SPERRY BELIEVES THAT "HOLD" HAS BEEN PLACED ON ATC CONTRACT AND THAT FINAL DECISION UNLIKELY UNTIL END OF SUMMER. ANOTHER DEVELOPMENT WHICH SPERRY BELIEVES WILL WORK TO ITS ADVANTAGE IS DECISION APPOINT NEW DEPUTY MINISTER OF CIVIL AVIATION WITH SOLE RESPONSIBILITY FOR MATTERS INVOLVING APPLICATION OF COMPUTERS TO CIVIL AVIATION, SUCH AS ATC SYSTEM. ALTHOUGH IDENTITY OF THIS OFFICIAL NOT YET KNOWN, BOTH SPERRY AND EMBASSY HAVE IMPRESSION THAT MME. ANODINA IS LIKELY CANDIDATE. SPERRY BELIEVES THAT THIS WILL ASSIST COMPANY'S INTERESTS GIVEN MME. ANODINA'S PAST SUPPORT FOR PURCHASE OF ARTS-III SYSTEM AND HER STRONG POSITION IN MOSCOW BUREAUCRACY (AS WIFE OF MINISTER PLESHAKOV, INTER ALIA.)

3. SPERRY ALSO BELIEVES THAT IT HAS SUCCEEDED IN PERSUADING SOVIETS TO SEND TEAM TO INSPECT ONLY NON-MILITARY STANSAAB ATC SYSTEM CURRENTLY IN OPERATION. THIS SYSTEM, BELGRADE'S SURCIN AIRPORT, REPORTEDLY WORKS VERY POORLY, AND SPERRY BELIEVES THAT INSPECTION CAN ONLY WORK TO ITS ADVANTAGE.

4. SLIMAK INFORMED COMMATT THAT PRESS REPORT ATTRIBUTING TO DEPUTY FOREIGN TRADE MINISTER ALKHIMOV STATEMENT THAT ATC CONTRACT WOULD GO TO STANSAAB (SEE MOSCOW 3675) HAD APPEARED IN RECENT ISSUE OF PUBLICATION "ELECTRONIC NEWS." ARTICLE IN QUESTION WAS WRITTEN BY PUBLICATION'S EDITOR FNU ROBERTSON, A MAN WHOM SLIMAK CHARACTERIZED AS HAVING "ACTIVE IMAGINATION." SLIMAK SAID THAT HE HAD RAISED THIS PRESS REPORT WITH SOVIETS, WHO, PRESUMABLY AFTER CHECKING WITH ALLEGED SOURCE, DENIED ITS ACCURACY.

5. COMMENT: IF INFORMATION WHICH SLIMAK PASSED ON IS ACCURATE, SITUATION REGARDING ATC CONTRACT IS CONSIDERABLY MORE PROMISING THAN IT WAS THREE WEEKS AGO. BOTH SPERRY AND EMBASSY ARE CONTINUING EFFORTS TO DEMONSTRATE TO SOVIETS IMPORTANCE WHICH COMPANY AND USG ATTACH TO THIS MATTER. COMMATT ADVISED MINISTRY OF CIVIL AVIATION OFFICIAL (TYUKHIN) OF APPROVAL OF EXPORT LICENSE FOR ARTS-III SYSTEM AND ASKED THAT MME. ANODINA BE INFORMED. COMMATT ALSO ADVISED RESPONSIBLE ELEKTRONORGTEKHNIKA OFFICIAL (VICE PRESIDENT AKHAROV) OF CONFIDENTIAL

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LICENSING ACTION. AKHAROV EXPRESSED SATISFACTION WITH ACTION, BUT NOTED THAT DECISION ON ATC CONTRACT WAS "OUT OF OUR HANDS." HE ALSO DREW CONTRAST BETWEEN ARTS-III SYSTEM AND SPERRY-UNIVAC SYSTEM PURCHASED FOR AEROFLOT RESERVATION HANDLING. ON THE FORMER, HE NOTED, THERE WAS NO CONTRACT BUT LICENSE HAD BEEN ISSUED WHILE ON LATTER THERE WAS CONTRACT BUT NO LICENSE.

EMBASSY HAS IMPRESSION THAT APPROVAL OF LICENSE  
FOR AEROFLOT RESERVATION SYSTEM WILL WORK TO SPERRY'S  
ADVANTAGE ON ATC BUSINESS.  
STOESSEL

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## Message Attributes

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